

Message Text

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11

ACTION MC-02

INFO OCT-01 EA-06 ISO-00 PM-03 L-02 CIAE-00 INR-07 NSAE-00

DODE-00 ACDA-05 AID-05 IGA-01 EB-07 COME-00 TRSE-00

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R 281000Z FEB 75

FM AMEMBASSY SEOUL

TO SECSTATE WASHDC 8618

INFO CINCPAC

C O N F I D E N T I A L SEOUL 1338

E.O. 11652: GDS

TAGS: MASS, KS

SUBJECT: ROK INTEREST IN PURCHASE OF TRI-SONIC WIND TUNNEL

REF: SEOUL 3015

1. AS EMBASSY HAS REPORTED (REFTEL) ROKG AGENCY FOR DEFENSE DEVELOPMENT (ADD) HAS FOR SOME TIME BEEN INTERESTED IN PURCHASE OF TRI-SONIC WIND TUNNEL. RECENTLY WE HAVE BEEN INFORMED BY ADD OFFICIALS AND BY J. LEONARD FRAME, PRESIDENT OF FLUIDYNE ENGINEERING CORPORATION OF MINNEAPOLIS, THAT ADD IS PRESENTLY COMPARING WIND TUNNEL PROPOSALS FROM FLUIDYNE AND CANADIAN COMPETITOR DELIVANTH, SECOND, MEAGHE, AND ASSOCIATES (DSMA) FOR CONSTRUCTION 4 FOOT BY 4 FOOT WIND TUNNEL. ADD OFFICIALS INDICATE THAT BOTH COMPANIES HAVE GOOD PROPOSALS AND THAT COSTS ARE COMPARABLE ALTHOUGH FLUIDYNE PROPOSAL PROVIDES FOR MORE IN-COUNTRY CONTENT. ROKS INDICATE THEY WOULD PREFER PURCHASING FROM US BUT ARE CONCERNED ABOUT FLUIDYNE'S CHANCES OF OBTAINING WASHINGTON APPROVAL.

2. IN CONVERSATION WITH EMBOFFS FEB 26 FRAME SAIS HIS COMPANY HAD HAD CONVERSATIONS WITH OFFICE OF MUNITIONS CONTROL IN DEPARTMENT OF COMMERCE AND HAD BEEN ASSURED FLUIDYNE NEED NOT APPLY FOR SPECIAL EXPORT LICENSE IN THIS CASE. FRAME HAS ALSO GIVEN US COPY OF FEB 19 LETTER FROM JOHN SHEPARD, DIRECTOR
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TECHNICAL DATA DIVISION, OFFICE OF EXPORT ADMINISTRATION,

BUREAU OF EAST/WEST TRADE IN COMMERCE, TO MR. DONALD PERUSSE
OF FLUIDYNE, CONFIRMING THIS. FRAME SAYS CANADIAN GOVT
HAS ALREADY EXTENDED OFFICIAL ENDORSEMENT OF DSMA WIND TUNNEL
AND THAT IT WOULD BE HELPFUL IF EMBASSY/JUSMAG COULD PROVIDE
KOREANS WITH SIMILAR ASSURANCES.

3. EMBASSY SEES NO PROBLEMS IN THIS SALE AND BELIEVES
IT WOULD BE USEFUL IF WE COULD HELP FRAME AS HE REQUESTS.
WOULD APPRECIATE CONFIRMATION THAT WIND TUNNEL NOT SUBJECT
SPECIAL EXPORT LICENSE OR OTHER REQUIREMENTS WHICH MIGHT
INHIBIT SALE.
SNEIDER

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Message Attributes

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Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
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Disposition History: n/a
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Margaret P. Grafeld
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